

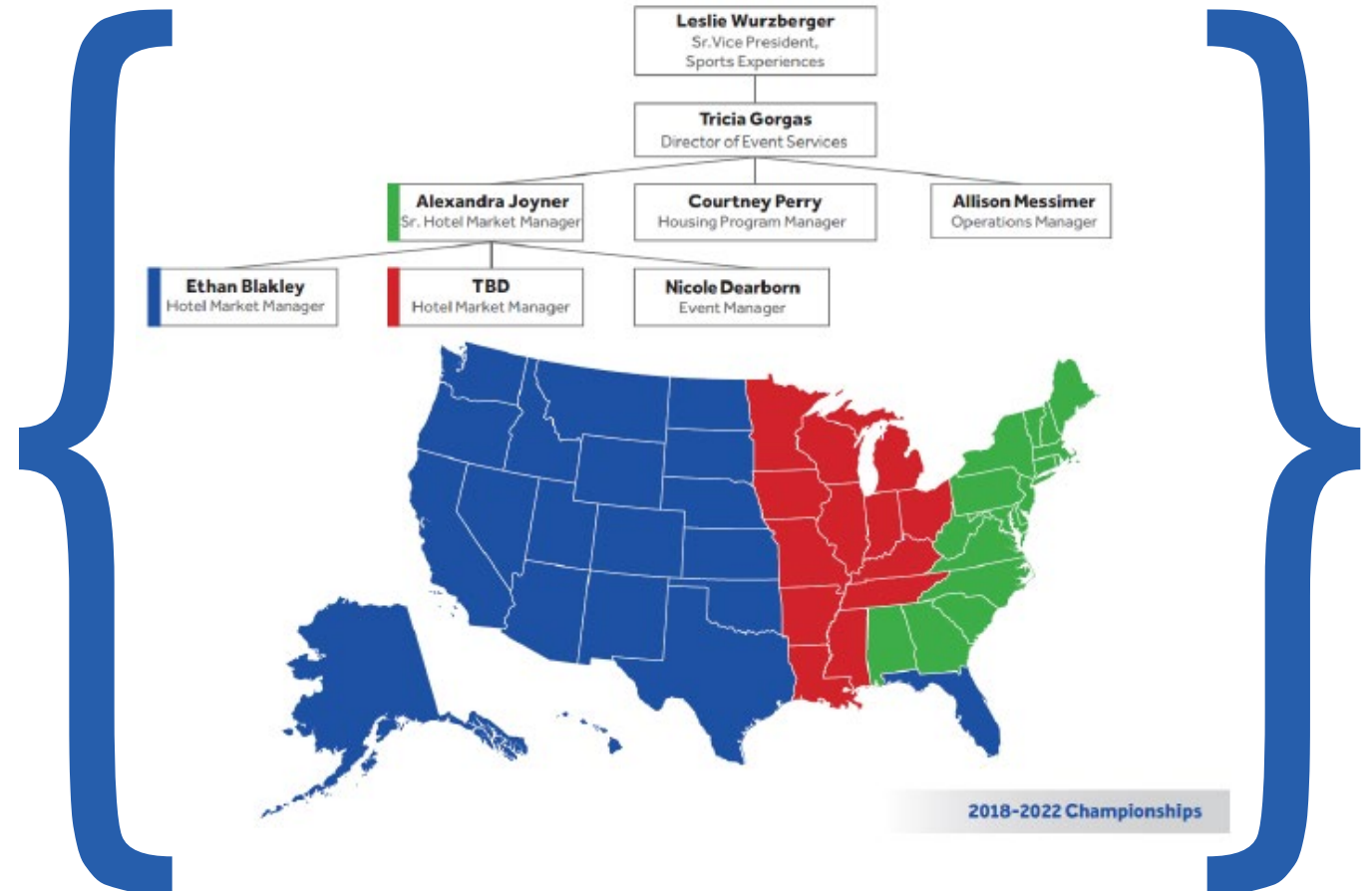
NCAA[®] CHAMPIONSHIP HOUSING OVERVIEW



Anthony Travel

OFFICIAL NCAA CHAMPIONSHIPS HOUSING MANAGEMENT COMPANY SINCE 2013

- Dedicated staff of seasoned negotiators working on behalf of the NCAA & hosts
 - Sources, negotiates and contracts housing to accommodate participating teams, NCAA staff, committee members, media and game officials (blocks may require separate hotels)
 - Leverages strong relationships with hotel brands across the country to deliver optimum amenities, location and price



Championship Housing

PROGRAM GOALS

- Create memorable championship experiences
- Provide consistency
- Reduce risk
- Save time and money
- Consolidate and maximize volume to create benefits



Championship Housing

RESPONSIBILITIES OF HOST SITES

- Verify housing market is sufficient to meet room block requirements
- Recommend properties for consideration
- Disclose special relationships/arrangements
- Do not secure or contract guest room blocks or rates with hotels



Championship Housing

CRITERIA FOR SUCCESSFUL LODGING BID

- Commitment to NCAA values and philosophies
- Value for offerings
- Proximity to playing venue, meals, entertainment
- Familiarity with team housing
- Ability to meet sport specific needs
- Willingness to partner with the NCAA
- Alignment with NCAA contractual terms



Championship Housing

CONTRACTING REQUIREMENTS

- Competitive rates in line with NCAA per diem allotments
- Championship specific concessions. A few examples outlined below:
 - Cut-off dates based upon qualification schedules
 - Complimentary meeting space
 - Complimentary bus parking
 - Complimentary breakfast
 - Coach upgrades
- Utilization of contract template that's been vetted by the NCAA legal team in addition to all major hotel brands.
- Risk free terms
 - No attrition
 - No cancellation
 - No early departure fees
 - No F&B minimums/guarantees



Anthony Travel/NCAA

LODGING BID PROCESS

1 | Bid Response Research



2 | RFP Sourcing



3 | Hotel Selection & Contracting



4 | Event Preparation & Execution



5 | Post-Event Reconciliation & Reporting

Lodging Bid Process

BID RESPONSE RESEARCH

- Review lodging section of bid submitted within portal
- Connect with host to discuss options proposed
- Perform additional research and validation on lodging in bid cities, as necessary

1 | Bid Response Research

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Lodging Bid Process

RFP SOURCING

- Develop championship specific RFPs, requesting blocks for participating teams, NCAA staff, committee members, game officials and media, if applicable
- Research markets
- Distribute RFPs
- Receive, review and negotiate RFP submissions (Anthony Travel may reach out to host for assistance, as needed)

1 | Bid Response Research

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Lodging Bid Process

HOTEL SELECTION & CONTRACTING

- Anthony Travel presents lodging options to NCAA
- NCAA makes final decisions & lodging selections
- Anthony Travel executes contracts utilizing standard contract template
- NCAA signs contracts
- NOTE: Bid awards are contingent on successful hotel contracting

1 | Bid Response Research



2 | RFP Sourcing



3 | Hotel Selection & Contracting



4 | Event Preparation & Execution



5 | Post-Event Reconciliation & Reporting

Lodging Bid Process

EVENT PREPARATION & EXECUTION

- Anthony Travel performs ongoing oversight, management and communication of lodging contracts and relationships
- Typically, hotel assignments will be communicated by NCAA to participating teams, who will work directly with hotel on rooming lists and payments
- NCAA headquarter & committee blocks to be managed by NCAA Championship Team. Officials blocks to be managed by host, if applicable
- Anthony Travel to provide onsite support for DI Men's Basketball Championship – Final Four

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Lodging Bid Process

POST-EVENT RECONCILIATION & REPORTING

- Obtain summary of all rooms actualized within three days of group departure
- Manage billing and collections
- Collect and consolidate housing data
- Provide operational and strategic reporting

1 | Bid Response Research



2 | RFP Sourcing



3 | Hotel Selection & Contracting

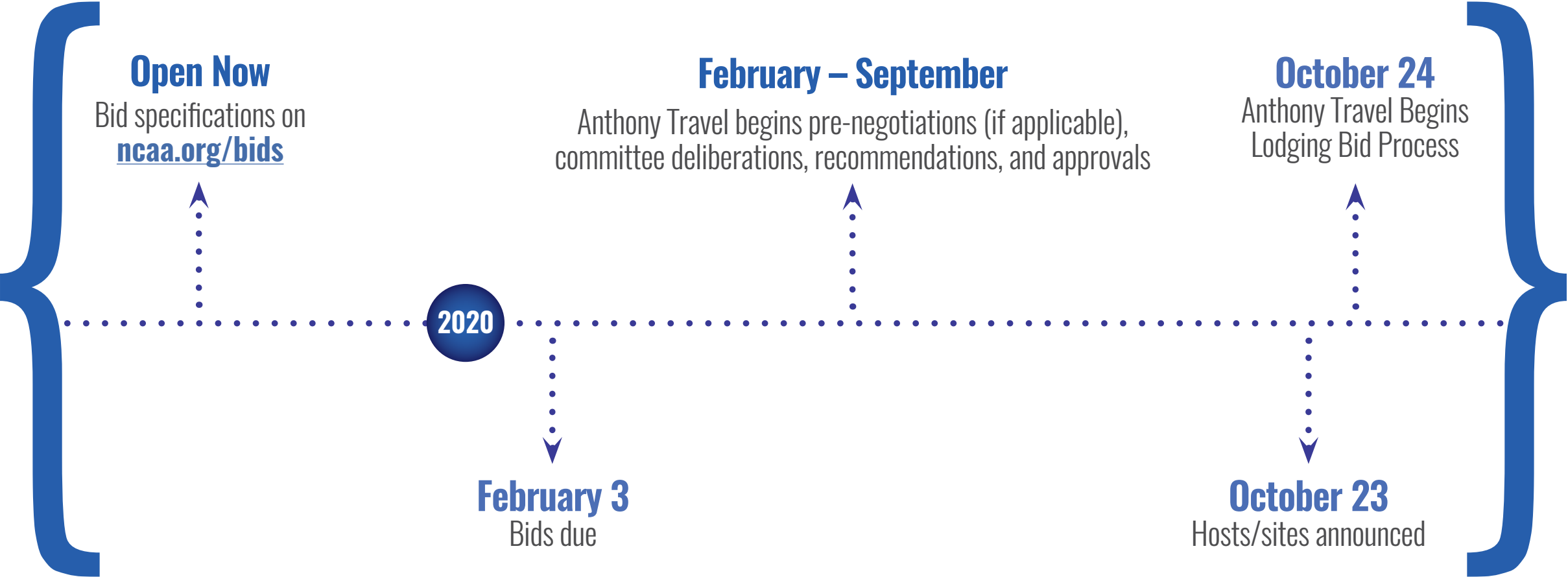


4 | Event Preparation & Execution



5 | Post-Event Reconciliation & Reporting

Lodging Bid Timeline



All questions pertaining to NCAA Championship Housing,
excluding DI Men's Basketball, contact

ncaa@anthonytravel.com

Questions regarding NCAA DI Men's Basketball Housing,
contact Courtney Perry

courtneyperry@anthonytravel.com